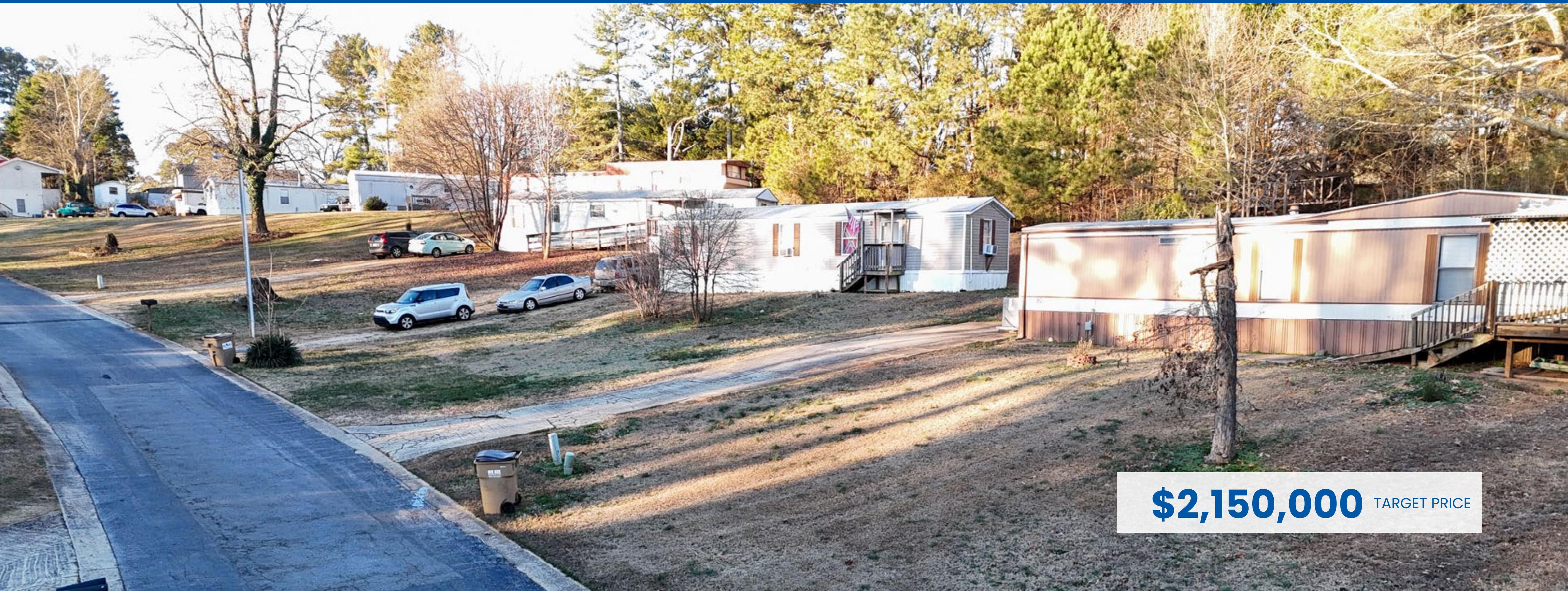


02/02/26

#05106719

Gainesville, Georgia MSA
Northern Georgia MHC

★★★  25+/- Sites  ALL-AGE



\$2,150,000 TARGET PRICE



PRESENTED BY



CHARLES CASTELLANO
Director - Southeast

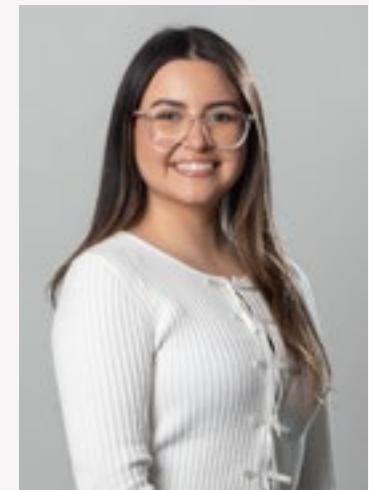
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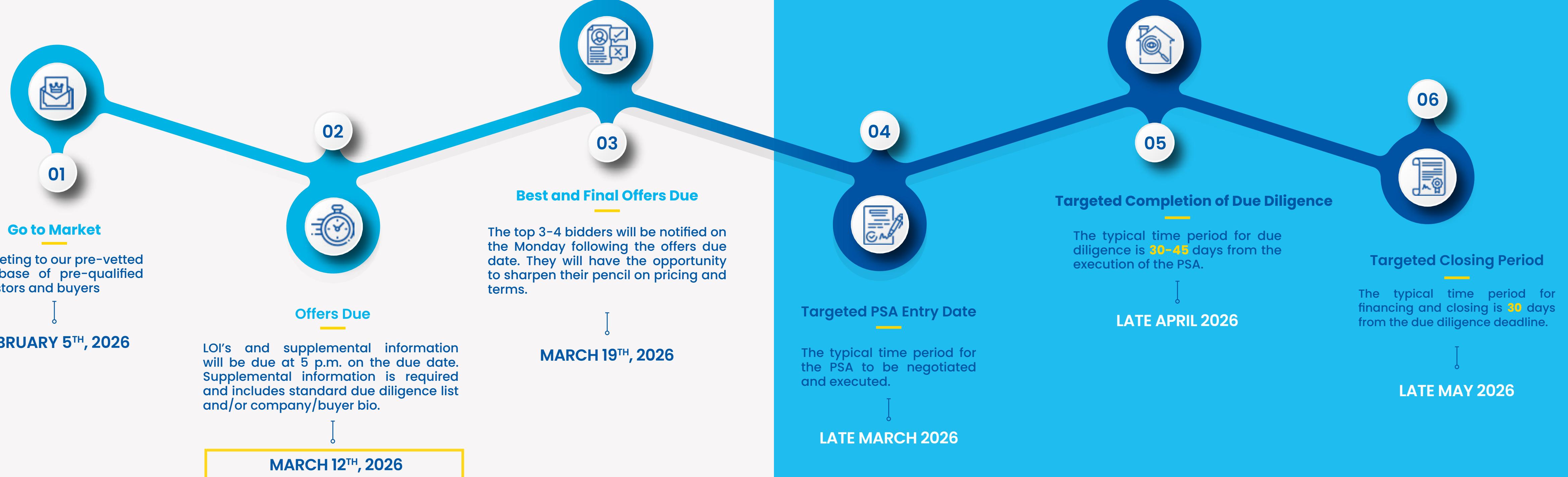


YELEINE CAICEDO
Office Manager
Office@yaleadvisors.com



Offering Schedule →

Deal Timeline





→

// 01

Offering Overview

Property Highlights



ALL-AGE



8.0
ACRES



ZONE X - NO
FLOOD RISK



100% SW



AVG. SITE RENT
\$505



MUNICIPAL
& PRIVATE





Offering Summary →

Property Highlights

100% occupied with a long history of full occupancy

Below-market rents by roughly \$150 per month

High-quality tenant base supported by thorough background checks

Sub-metered city water and septic tanks

Surrounding single-family home values of \$315,000+



Property Discussion

This fully occupied Oakwood, Georgia property offers a rare combination of stable cash flow and clear upside. The asset has a long track record of 100 percent occupancy, supported by a high-quality tenant base. The sellers are local owners who take pride in the property and perform rigorous tenant screening to ensure long-term residents and consistent performance.

Current rents are approximately \$150 per month below market, providing a straightforward value-add opportunity through modest rent growth without relying on aggressive assumptions. The property is serviced by sub-metered city water and individual septic tanks. Surrounding single-family home values exceed \$315,000, underscoring the strength of the location and the relative affordability of the asset.

At the projected pricing, the deal offers an attractive 6.7 percent yield on the Year 1 pro forma, with investors able to achieve an estimated 18.5 percent IRR through measured rent increases and continued operational stability. This is a compelling opportunity for investors seeking durable income with upside in a growing North Georgia market.



Property Parcel Map →

PROPERTY DETAILS

Property Type	MHC
Star Rating	3 Stars
Age Restriction	All-Age
Number of Sites	25+/- Sites
SW/DW %	100% SW
Occupancy Rate	100.0%
Inventory %	46%
Property Acreage	10+/- Ac.
Sites/Acre	~3 Sites/Ac
Average Site Rent	\$505
Average Site Dimensions	65' x 24'
Flood Zone	Zone X - No Flood Risk
HOA	None

INFRASTRUCTURE

Water Service	Municipal
Sewer Service	Septic
Water & Sewer Line Maintenance	Community Responsibility
Water Billing	Submetered to Tenants
Sewer Billing	Community Responsibility
MH Trash Service	Responsible for sourcing service
Apartment Trash Service	Curbside
Tenant Lawn Maintenance	Tenant Responsibility
Apartment Lawn Maintenance	Community Responsibility
Road Construction	Asphalt
Road Maintenance	Community Responsibility

**Property Amenities Highlight**



Property Photos →

PROPERTY AERIAL

1

STREET VIEW

2

STREET VIEW

3

STREET VIEW

4

STREET VIEW

5

STREET VIEW

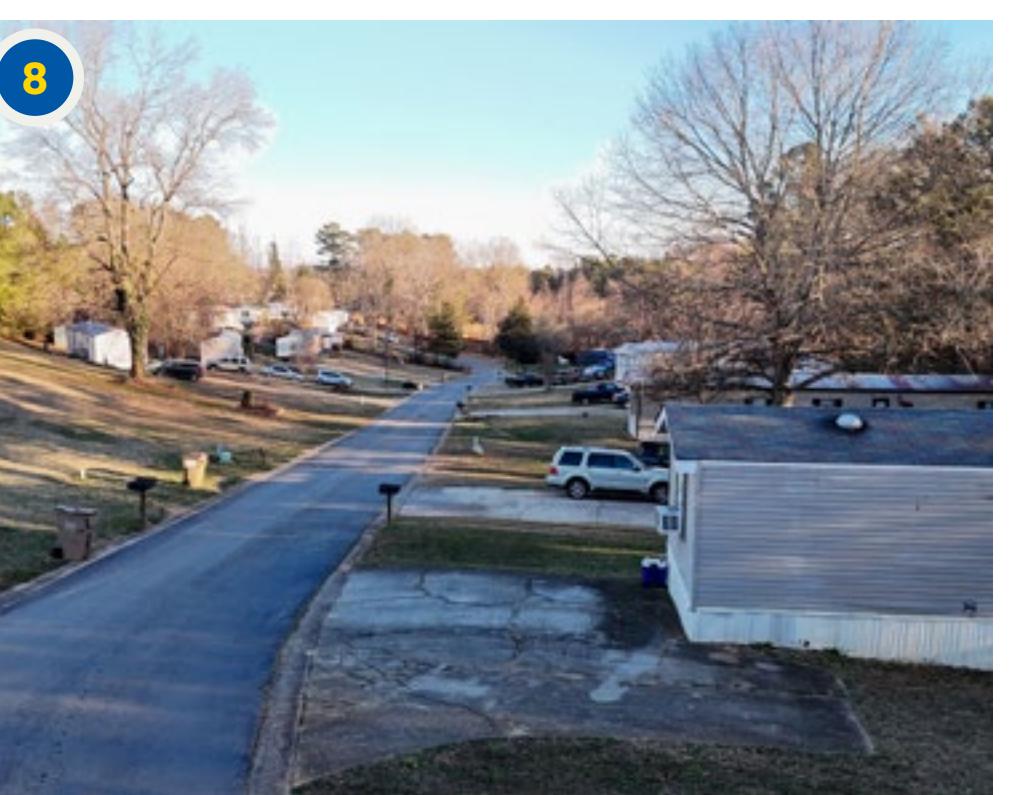
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STREET VIEW

7

STREET VIEW

8





Purchase Overview →

PURCHASE OVERVIEW	
TARGET PRICE	\$2,150,000
Home Inventory Price	\$215,000
COMMUNITY PRICE	\$1,935,000
Down Payment	\$585,000
Loan Amount	\$1,350,000
PER SITE OVERVIEW	
Purchase Price Per Site	\$64,500 - \$96,750
Revenue Per Site	\$6,000 - \$9,050
Expense Per Site	(\$1,700 - \$2,550)
DISPOSITION ASSUMPTIONS	
Exit Capitalization Rate	8.00%
Projected Selling Expenses	3.00%

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Proposed Financing Overview →

FINANCIAL MEASUREMENTS	YEAR 1	YEAR 3	YEAR 5
EFFECTIVE GROSS INCOME	180,538	217,077	254,586
Less: Operating Expenses	(51,151)	(60,116)	(64,749)
Operating Expenses Ratio	28.3%	27.7%	25.4%
NET OPERATING INCOME	129,387	156,961	189,837
Less: Annual Debt Service	(94,500)	(107,779)	(107,779)
Debt Coverage Ratio	1.37	1.46	1.76
NET CASH FLOW	34,887	49,182	82,058
Cap. Rate on Cost*	6.69%	8.11%	9.81%
Exit Cap. Rate Assumption	8.00%	8.00%	8.00%
Economic Occupancy %	100.0%	100.0%	100.0%
Gross Rent Multiplier	10.7	9.0	9.3
CASH ON CASH RETURN*	6.0%	8.4%	14.0%
INTERNAL RATE OF RETURN (IRR)*	N/A	6.5%	18.5%

*Return calculation is based only on the Community Price

1ST YEAR CAP RATE

6.7%



PRICE/SITE

\$64,500 - \$96,750



INTEREST RATE

7.00%



LOAN TERM

5 Years



FINANCING TYPE

Local Bank



Pro Forma Growth Assumptions →

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START DATE & HOLD PERIOD		- Pro Forma Start Date: 10/1/2026 - Projected Hold Period: 5+ Years				
		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
RENTAL REVENUE GROWTH	MH Site Rent	\$50	\$50	7%	7%	7%
	Rental Homes	\$75	\$75	\$75	\$75	\$75
	Apartments	7%	7%	7%	7%	7%
GLOBAL OTHER INCOME GROWTH		- Global other income growth of 5% per year				
OFF-SITE MANAGEMENT FEES		- Budgeted to remain at 4.0% of EGI				
GLOBAL EXPENSE GROWTH		- Global expense growth of 3% per year				
REAL ESTATE TAXES		- Tax Reassessment Liability: Estimated taxes to double on sale. We project this increase to occur in year 2 assuming a 2027 reassessment payable in 2028.				
DISPOSITION ASSUMPTIONS		- Exit Capitalization Rate: 8.00% - Selling Expenses: 3.00%				
PROPOSED FINANCING OVERVIEW						
INTEREST RATE	LOAN AMOUNT	AMORTIZATION	INTEREST ONLY PERIOD	LOAN TERM	FINANCING TYPE	
7.0%	\$1,350,000	30 Years	1 Years	5 Years	Local Bank	

5 Year Pro Forma →

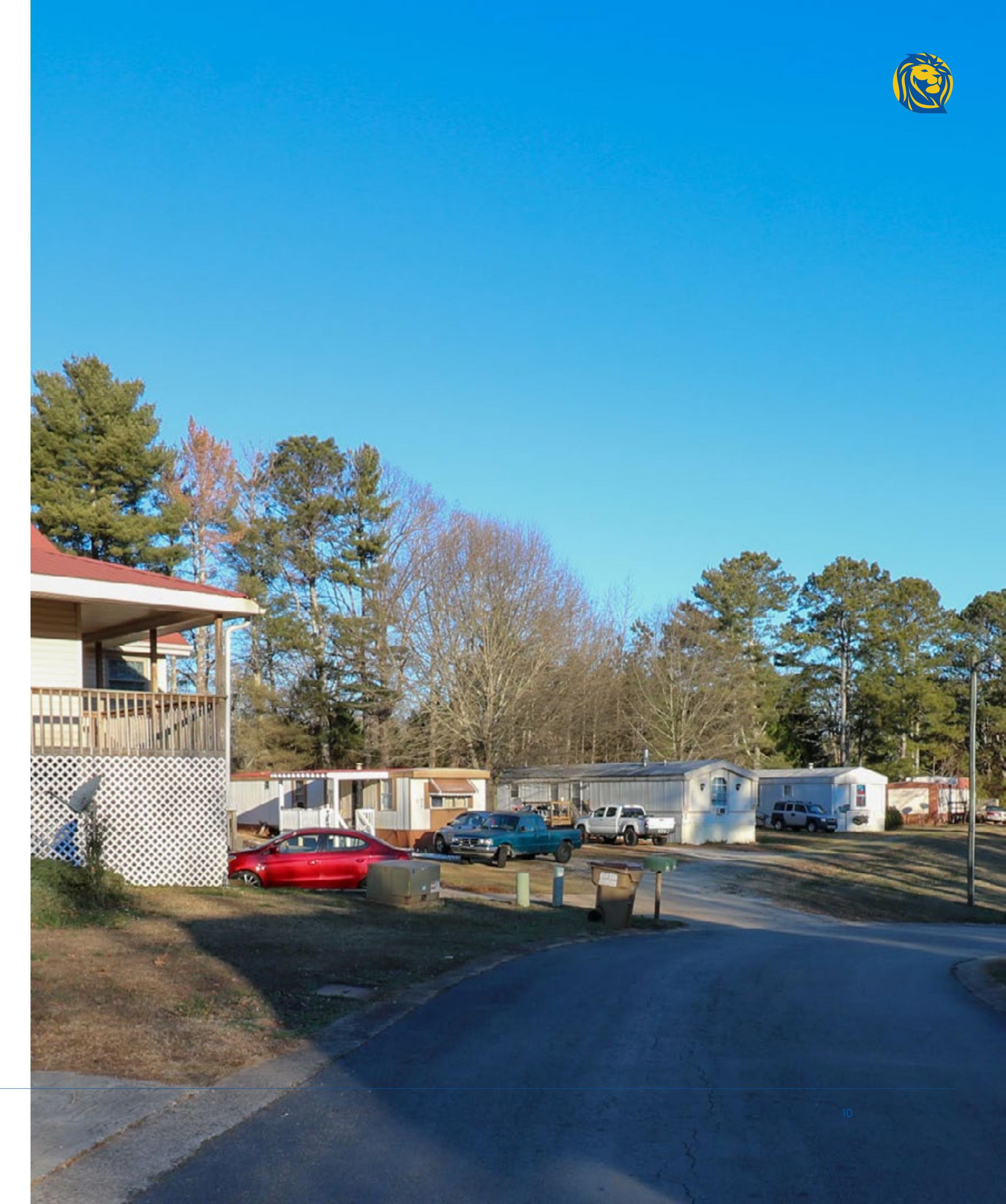
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
INCOME					
Rental Income	193,380	211,158	229,815	247,164	265,248
Rental Rate Increase	17,778	18,657	17,349	18,084	18,837
LESS: INVENTORY PREMIUM	(35,820)	(35,820)	(35,820)	(35,820)	(35,820)
Other Income	5,200	5,460	5,733	6,020	6,321
EFFECTIVE GROSS INCOME	180,538	199,455	217,077	235,448	254,586
EXPENSES					
Auto Expense	500	515	530	546	563
Electric	5,050	5,202	5,358	5,518	5,684
General & Administrative	1,450	1,494	1,538	1,584	1,632
Insurance	4,850	4,996	5,145	5,300	5,459
Licenses & Permits	325	335	345	355	366
Meals, Travel, & Entertainment	500	515	530	546	563
Natural Gas	1,650	1,700	1,750	1,803	1,857
Off-Site Management Fees @ 4.0%	7,222	7,978	8,683	9,418	10,183
Payroll Expense	12,000	12,360	12,731	13,113	13,506
Real Estate Taxes	4,763	4,906	5,053	5,204	5,360
Real Estate Taxes Reassessment		4,688	4,828	4,973	5,122
Repairs & Maintenance	3,620	3,729	3,840	3,956	4,074
Replacement Reserves	1,300	1,339	1,379	1,421	1,463
Supplies	200	206	212	219	225
Trash	522	538	554	570	588
Water & Sewer	7,200	7,416	7,638	7,868	8,104
TOTAL EXPENSES	51,151	57,913	60,116	62,394	64,749
NET OPERATING INCOME	129,387	141,542	156,961	173,053	189,837
LESS: ANNUAL DEBT SERVICE	(94,500)	(107,779)	(107,779)	(107,779)	(107,779)
NET CASH FLOW	34,887	33,763	49,182	65,274	82,058



Cash Flow Analysis →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
OPERATING INCOME SUMMARY					
Effective Rental Income	175,338	193,995	211,344	229,428	248,265
Other Income	5,200	5,460	5,733	6,020	6,321
EFFECTIVE GROSS INCOME	180,538	199,455	217,077	235,448	254,586
Less: Operating Expenses	(51,151)	(57,913)	(60,116)	(62,394)	(64,749)
<i>Operating Expense Ratio</i>	28.3%	29.0%	27.7%	26.5%	25.4%
NET OPERATING INCOME	129,387	141,542	156,961	173,053	189,837
Less: Annual Debt Service	(94,500)	(107,779)	(107,779)	(107,779)	(107,779)
NET CASH FLOW	34,887	33,763	49,182	65,274	82,058
PROPERTY RESALE ANALYSIS					
Projected Sales Price	1,617,335	1,769,269	1,962,007	2,163,168	2,372,958
Less: Selling Expenses	(48,520)	(53,078)	(58,860)	(64,895)	(71,189)
Less: Loan Balance	(1,350,000)	(1,336,287)	(1,321,582)	(1,305,814)	(1,288,906)
NET SALE PROCEEDS	218,815	379,905	581,565	792,459	1,012,863
CASH SUMMARY					
Net Cash Flow	34,887	33,763	49,182	65,274	82,058
Previous Years Net Cash Flow		34,887	68,649	117,831	183,105
Net Sale Proceeds	218,815	379,905	581,565	792,459	1,012,863
Down Payment	(585,000)	(585,000)	(585,000)	(585,000)	(585,000)
TOTAL CASH GENERATED	(331,298)	(136,446)	114,396	390,564	693,026
FINANCIAL MEASUREMENTS					
Cap. Rate on Cost*	6.7%	7.3%	8.1%	8.9%	9.8%
Exit Cap. Rate Assumption	8.0%	8.0%	8.0%	8.0%	8.0%
Loan Constant	7.0%	8.0%	8.0%	8.0%	8.0%
Debt Coverage Ratio	1.37	1.31	1.46	1.61	1.76
Loan to Value Ratio**	83%	76%	67%	60%	54%
Debt Yield	9.6%	10.5%	11.6%	12.8%	14.1%
Gross Rent Multiplier	10.7	8.9	9.0	9.2	9.3
Cash on Cash Return*	6.0%	5.8%	8.4%	11.2%	14.0%
Internal Rate of Return (IRR)*	N/A	N/A	6.5%	14.7%	18.5%

*Return calculation is based on the Community Value





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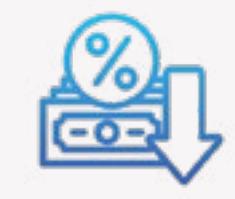
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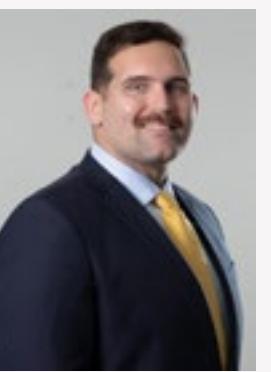




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- Non-Recourse
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- Up to 80% LTC
- Non-Recourse

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- Up to 30 Year AM, Partial Interest-Only
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